



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) 040920  
Entitled

**Uniforms with Related Products and Services**

The following advertisement was placed February 20, 2020 in Utah's *The Salt Lake Tribune*, in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, and February 21, 2020 in Oregon's *Daily Journal of Commerce*:

*Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Uniforms with Related Products and Services to result in a contracting solution for use by its members. Sourcewell members include thousands of governmental, higher education, K-12 education, not-for-profit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than April 9, 2020, at 4:30 p.m. Central Time, and late proposals will not be considered.*

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

1906542 Alberta Ltd	LAST CHANCE OUT
911 Supply	Logistik Unicorp Inc
AdvanTech Inc.	Medline Industries, Inc.
AlSCO, Inc.	ML Click Marketing, LLC DBA True Uniform
Aramark	Outdoor Outfits Ltd.
Aramark Uniform & Career Apparel LLC	Prime Contractors, Inc.
Bitars Services Inc.	Prime Vendor Inc.
Blauer Manufacturing Co., Inc.	Promo Solutions
Cintas Corporation	PRUDENTIAL OVERALL SUPPLY
Doc Boston Sports	Public Safety Equipment Company LLC
Eastbay, Inc	Riddell / All American Sports Corp
Galls, LLC	Safedesign Apparel Ltd.
Grey Hill LLC	Salsa Professional Apparel & Supplies
Guillevin International Co.	Signarama Peterborough

HAIX NORTH AMERICA	Tenth Street Productions, Inc.
Guillevin International Co.	UniFirst Corporation
Heredia-Gonzalez Inc	Uniforms Manufacturing of Arizona, LLC
importation Casabawa Inc	Varsity Brands Holding Co., Inc.
It's Greek To Me INC	VF Imagewear Inc.
Kodiak Group Holdings Co. o/a Work Authority	Victory Supply LLC
KORNEY BOARD AIDS, INC	Will Enterprises

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on April 9, 2020 at 4:35 pm CT. Proposals were received from the following:

Blauer Manufacturing Co., Inc.  
 Eastbay, Inc.  
 Haix North America  
 Riddell/All American Sports Corp  
 UniFirst Corporation

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, Sourcewell Procurement Lead Analyst  
 Brandon Town, Sourcewell Procurement Analyst  
 Michael Munoz, Sourcewell Procurement Analyst  
 Steff Haataja, Sourcewell Procurement Analyst

**The findings of the Proposal Evaluation Committee are summarized as follows:**

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Blauer Manufacturing is a 4<sup>th</sup> generation, family owned company providing a wide array of uniform products, including base-layers, mid-layers, outerwear, rainwear, footwear, headwear, and accessories. Blauer partners with over 250 distributors across the United States and Canada who are ready to meet participating entities' needs. Participating entities are offered significant discounts on Blauer's full line of uniform solutions.

UniFirst Corporation offers a full-service uniform program that allows participating entities to buy, rent and lease a variety of uniform products ranging from standard work wear, coverall, smocks, food service, flame resistant and hi visibility, to corporate casual attire. They also have floorcare and dust control products. UniFirst maintains a distribution center and more than 260 service centers throughout the US and Canada offering laundering and other rental service operations. Participating entities will receive products and services at a competitive price with a solid discount.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #040920 to:

UniFirst  
 Blauer Manufacturing

040920-UFC  
 040920-BLA

The preceding recommendations were approved on May 13, 2020.

DocuSigned by:

*Greg Grunig*

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Greg Grunig, Sourcwell Procurement Lead Analyst

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*Brandon Town*

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Brandon Town, Sourcwell Procurement Analyst

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*Michael Munoz*

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Michael Munoz, Sourcwell Procurement Analyst

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*Stephanie Haataja*

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Steff Haataja, Sourcwell Procurement Analyst

### STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcwell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #040920 for Uniforms with Related Products and Services**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcwell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcwell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcwell's Procurement Policy.

DocuSigned by:

*Jeremy Schwartz*

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Jeremy Schwartz, CSSBB, CPPO  
Chief Procurement Officer